

PRE-BID MEETING  
MARYLAND DEPARTMENT OF HEALTH

SOLICITATION NO. MDH OPASS-19-18325

SURVEILLANCE UTILIZATION REVIEW SOLICITATION

201 West Preston Street  
Baltimore, Maryland 21201

Friday, November 22, 2019

10:01 a.m. to 10:58 a.m.

PRESENT FROM MDH:

CALVIN JOHNSON, Procurement Consultant

PRESENT FROM THE STATE:

AFUA TISDALE, Procurement Officer  
SERENA COX, Data Analyst OIG  
FRED DOGGETT, Inspector General OIG  
SIMONE CHAMBERS, Director of Operations OIG  
JOHN BOHNS, Office of Enterprise Technology  
DANA DEMBROW, Director of Procurement MDH

ATTENDEES:

JOHN JOHNSON, IBM  
LIN LESLIE, Neil Hoosier & Associates  
JASON MYERS, Myriddian, LLC  
GREG HAMMOND, Myriddian, LLC  
BOB BULLEN, Myers & Shauffer  
SHERRON FULTON, Momentum, Inc.  
JASON WEINSTOCK, Mathematica  
TOM WRIGGINS, SAS  
JOHN MAYNARD, SAS  
PAUL MESSINO, Mathematica  
OMEGA TAWONEZVI, Health Management Systems  
ELLEN EVANS, Qlarant  
BRENDA ROSE (Appearing Telephonically)

REPORTED BY: CHRIS HOFER, Notary Public

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1                                   P R O C E E D I N G S

2                   MR. JOHNSON:   Good morning everyone.

3                   IN UNISON:    Good morning.

4                   MR. JOHNSON:   All right.   Do we have anyone  
5   on the line?

6                   MS. ROSE:    Glenda Rose.

7                   MR. JOHNSON:   So we'll go ahead and begin.  
8   It's a little warm in this room, so I'm going to try  
9   not to prolong this process.   As I always start off  
10   anytime I conduct one of these, I want to warn everyone  
11   I am originally from Little Rock, Arkansas, raised in  
12   the Baptist Church, so that means that I tend to add  
13   when I don't need to add.

14                   So, for your protection, I have a script that  
15   I will stick to as best as I can and we'll go through  
16   the process.   We'll go down the script and then we will  
17   have the reading of the scope of work from the OIG's  
18   office and our subject matter experts, all who will  
19   address that, then we will take questions.

20                   And, again, I'll try to make sure I cover  
21   everything within this, within my script, so if you

1 hear me say something and then repeat it, it's only  
2 because, you know, I'm reading off the teleprompter.  
3 All right? So I'll go -- we'll be starting with going  
4 down the line and introducing everyone.

5 My name is --like I said, my name is Calvin  
6 Johnson. I am the contract officer for the Office of -  
7 - Maryland Department of Health, Office of Procurement  
8 and Support Services.

9 I've asked if one of our senior procurement  
10 officers, Afua Tisdale, can sit in. I always prefer  
11 having another senior person as a -- for an advisor in  
12 any capacity, so this is Afua.

13 MS. TISDALE: Afua Tisdale, OPASS.

14 MS. COX: Hi. I'm Serena Cox. I am the data  
15 analyst for the Office of the Inspector General.

16 MR. DOGGETT: I'm Fred Doggett. I'm the  
17 Inspector General.

18 MS. CHAMBERS: Simone Chambers, Director of  
19 Operations for the Office of the Inspector General.

20 MR. JOHNSON: John Johnson with IBM.

21 MS. LESLIE: Lin Leslie with Neil Hoosier &

1 Associates.

2 MR. BOHNS: John Bohns, Office of Enterprise  
3 Technology.

4 MR. JOHNSON: We'll go and start labeling.

5 MR. HAMMOND: Greg Hammond from Myriddian.

6 MR. MEYERS: Jason Meyers from Myriddian.

7 MR. DEMBROW: Dana Dembrow, Director of  
8 Procurement for Department of Health.

9 MR. BULLEN: Bob Bullen from Myers &  
10 Stauffer.

11 MS. FULTON: Sharon Fulton with Momentum.

12 MR. WEINSTOCK: Jason Weinstock from  
13 Mathematica.

14 MR. RIGGINS: Tom Riggins, SAS.

15 MR. MAYNARD: John Maynard, SAS.

16 MR. MESSINO: Paul Messino, Mathematica.

17 MS. TAWONEZVI: Omega Tawonezvi, Health  
18 Management Systems.

19 MR. JOHNSON: I believe we have one other  
20 person.

21 MS. EVANS: Ellen Evans, Qlarant. Q-L-A-R-A-

1 -N-T.

2 MR. JOHNSON: All right. And our person on  
3 the phone, can you introduce yourself?

4 MS. ROSE: Brenda Rose, Office of  
5 (indiscernible).

6 MR. JOHNSON: As I said, good morning.  
7 Welcome ladies and gentlemen to the Office of  
8 Procurement and Support Services, OPASS for short. I'm  
9 here today to help you understand the process for this  
10 procurement. If further clarification is needed after  
11 this meeting, I can be reached by email at  
12 [mdh.soliticationquestions@maryland.gov](mailto:mdh.soliticationquestions@maryland.gov). Many of you  
13 received another email -- should -- may have received  
14 an email from [Calvin-johnson@maryland.gov](mailto:Calvin-johnson@maryland.gov). That email  
15 is mine as well.

16 This meeting is to review the request for  
17 proposal for a Surveillance and Utilization Review,  
18 SURS system, for the Maryland Department of Health.  
19 The Department intends to make a single award as a  
20 result of this RFP. Sometimes when I say it first --  
21 when I say a statement, I always will look down and

1 have our department down there, kind of give me the nod  
2 and say, "That's correct." All right?

3 There is a sign-in sheet available in the  
4 back of the room. It's very important that everyone  
5 signs it in case we need to contact you as a result of  
6 this meeting or any particular changes that may change  
7 in the solicitation. Please feel free to leave your  
8 business cards with us as well.

9 As you all -- well, I hope, I'm sure you're  
10 here, but as you know, this contract -- the contract  
11 resulting in solicitation will be for a 5-year base  
12 period with two 1-year options. There are no minimum  
13 qualifications for this solicitation. Section 2,  
14 Contract Requirements/Scope of Work. Beginning on page  
15 2 of the solicitation. As noted, MDH in issuing this  
16 request for proposals for Surveillance Utilization  
17 Review Services, or SURS, for the Medicaid program.  
18 SURS is a flexible user tool capable of providing  
19 surveillance in under/over utilization data as well as  
20 identifying quality of care issues including averages  
21 and understanding the revenues, frequency,

1 distribution, geo mapping, and comparison among time,  
2 time periods, and a free for service or managed care  
3 environment (indiscernible).

4 Did everyone understand that?

5 (No response.)

6 MR. JOHNSON: Great. Wonderful. All  
7 subsequent documents regarding this solicitation will  
8 be post on eMMA. Anyways, I'm sure everyone knows what  
9 eMMA is. Right? Everyone know?

10 (No response.)

11 MR. JOHNSON: And the MDH website. MD -- and  
12 I'll say the website; http -- yeah --  
13 <https://health.maryland.gov/procurement/Pages.> "Pages"  
14 is with a Capital P, /p, Capital P, R-O-C-O-P-P-S.aspx.  
15 Website. So please remember that in order to receive a  
16 contract, a vendor must be registered on eMMA.  
17 Registration is free. Please review subsection 2 --  
18 4.2 for details.

19 I would like to stress to everyone here today  
20 that any questions asked during the question and answer  
21 portion of this meeting be submitted to the department

1 in writing for clarity. I've also been asked that any  
2 -- during the question and answer period when you are  
3 asking the questions that you say your name and the  
4 firm that you represent as well for our record.

5 The questions and answers along with the  
6 minutes and other documents, if required, will be  
7 posted on eMMA and MDH as soon as possible. So the  
8 record, the minutes, anything that's basically stated  
9 in this particular meeting will be stated -- will be  
10 posted on eMMA as well as posted on MDH website for  
11 your record.

12 Carefully review Subsection 4.3, questions on  
13 page 43, regarding how to submit questions subsequent  
14 to the preproposal conference. Questions to the  
15 procurement officer, Mr. Dana Dembrow, shall be  
16 submitted at [Mdh.solicitationquestions@maryland.gov](mailto:Mdh.solicitationquestions@maryland.gov).  
17 Questions should be submitted no later than five days  
18 prior to the due date. The procurement officer based  
19 on the availability of time to research and communicate  
20 any answers to try to decide whether the answer can be  
21 given the proposal due date. Given that, please try to



1 make sure that you submit your questions ASAP.

2 Also, is Dana gone? Okay.

3 UNIDENTIFIED SPEAKER: He's in the back.

4 MR. JOHNSON: Please stand up for a minute  
5 because I have -- I understand Dana quite well and one  
6 thing he will say is, if you have any questions, if you  
7 have any particular concerns or anything that's in the  
8 RFP that you feel that can -- that could hamper your  
9 ability to participate or could improve the services  
10 that we currently are not recognizing in the RFP, he  
11 would say please ask those questions as well or ask if  
12 anything could be added or anything like that as well.  
13 Always (indiscernible) as much participation as  
14 possible.

15 Again, the contract resulting from this  
16 solicitation is for a 5-year base period, two -- and  
17 two 1-year options beginning on or about November 2nd,  
18 2020.

19 MS. CHAMBERS: Well, November 20th.

20 MR. JOHNSON: November 20th. Thank you. If  
21 you review the clause shown in Subsection 4.23,

1 Payments by Electronic Funds Transferred, by submitting  
2 for this -- this -- my -- I'm sorry -- my response of  
3 this solicitation, the offeror agrees to accept  
4 payments by electronic transfer unless the State  
5 Comptroller's Office grants an exemption. Payments by  
6 the EFT is mandatory for contracts exceeding \$200,000.  
7 This section goes into detail on how to register and  
8 request an exemption as well.

9 Points of emphasis, so -- with regard to the  
10 contract. Okay. Let me make sure. Points of  
11 emphasis. The procurement letter to be used for the  
12 solicitation is a competitive sealed proposal. There  
13 are several steps involved in this method, so your  
14 attention to the solicitation documents is crucial to  
15 the success -- a successful submission of your  
16 proposal.

17 As I stated, no offer minimum qualifications  
18 are assigned to this particular RFP. Section 2,  
19 Subsection 2.3 on page -- beginning on page 2. This  
20 subsection gives an outline of the responsibility of  
21 the contractor. The scope of work. The scope of work

11  
1 requirements listed also in Section 2, Subsection 2.3  
2 begins on page 2. This is the meat of the solicitation  
3 that will give you a clear understanding of what the  
4 department expects the offeror, a successful offeror,  
5 in the provisions of this service. Please note someone  
6 representing the program staff will give, like I -- as  
7 I said, further emphasis on the scope of work.

8           Program Performing of Proposal Format.  
9 Offerors are required to submit their response to the  
10 RFP in two parts. Section 5 of the solicitation  
11 proposal format beginning on page 52 clearly lists all  
12 submission requirements. Again, I want to stress that  
13 your proposal shall be submitted in two volumes. If  
14 your -- if it does not come in that way, we cannot open  
15 it basically and we will send it back.

16           Am I correct in that assertion?

17           UNIDENTIFIED SPEAKER: (Indiscernible).

18           MR. JOHNSON: It'll be -- if they're not  
19 sealed?

20           UNIDENTIFIED SPEAKER: Yeah.

21           MR. JOHNSON: Yeah?

1 UNIDENTIFIED SPEAKER: The financial has to  
2 be sealed.

3 MR. JOHNSON: Right. So they -- so your  
4 financials have to be sealed separately from your  
5 technical. Volume I, technical proposal sealed  
6 separately. Volume II, financial proposal sealed  
7 separately. Subsection 5-1, Proposals, beginning on  
8 Page 52. Technical proposal lists all of the documents  
9 and information required for your technical proposal.  
10 I also want to please note that there is no MBE goal or  
11 VSBE goal for this contract. However, both are  
12 encouraged to participate in the solicitation process.

13 Following number of the -- let me make sure  
14 I'm all right. Following number of technical proposals  
15 are required. We'll be calling them. The following  
16 number of technical proposals are required, one  
17 original unbound copy, four copies, one electronic  
18 version. By "electronic version," that is -- that can  
19 be a CD, DVD, or flash drive, et cetera and we do  
20 require that you submit it in Microsoft and a Microsoft  
21 Word format.

1           And in the second electronic version in a  
2   searchable PDF document in the same format for the  
3   Public Information Act, if requested. This document  
4   shall be redacted so that confidential or propriety  
5   information can be removed before in that same file  
6   (indiscernible) risk.

7           Simplify the Submission. Subsection 2.3,  
8   technical propose should begin on page 52 shows where  
9   documents and information should be included in the  
10   technical proposal.

11           Do we have any questions so far? Everyone  
12   still with me?

13           (No response.)

14           MR. JOHNSON: All righty. Let me make sure.  
15   Section 4. -- 5.4, excuse me, Volume, Financial  
16   Proposals beginning on Page 70, Under a separate seal  
17   and cover from the technical proposal including  
18   identifying the format identified in Section 2. or 5.2  
19   proposals regarding the financial proposals, the  
20   offeror shall submit one original unbound copy, four  
21   copies, one electronic version via CD, DVD, or flash

1 drive, et cetera in Microsoft Word or Excel.

2 I'll let you know we prefer Microsoft Excel.

3 And Dana, John, Afua may correct me if I'm wrong, DGS  
4 and DBM also prefers Microsoft Excel for any financial  
5 proposals as well. Yes.

6 The financial proposal instructions can be  
7 found on, I believe it's, page 86. For this purpose of  
8 this procurement, the financial proposal worksheets are  
9 included and formatted in Excel which is the price form  
10 that's attached to any -- that's been attached to eMMA  
11 as well as posted on Maryland Work Page.

12 The Evaluation Committee evaluation criteria  
13 and selection procedures are outlined in Section 6  
14 beginning on page 79. Your proposals will be evaluated  
15 by a committee organized for that purpose and will be  
16 based on the criteria set forth in the RFP. The  
17 technical criteria listed in descending order of  
18 importance can be found at the beginning of subsection  
19 -- in Subsection 6.2 beginning on page 78 with  
20 financial proposal criteria listed in Subsection 6.3  
21 beginning on page 78.

1 UNIDENTIFIED SPEAKER: That's incorrect.

2 MR. JOHNSON: All right.

3 UNIDENTIFIED SPEAKER: That would

4 (indiscernible) to page (indiscernible).

5 MR. JOHNSON: Okay. I'm sorry. That may not  
6 be the correct page. I want to make sure. Okay. All  
7 right. I'll keep going. The selection procedures are  
8 highlighted in Subsection 65. As noted, the contract  
9 will be awarded to the responsible offeror that has  
10 submitted the proposal determined to be the most  
11 advantageous to the State considering the technical  
12 evaluation factor and the price factor sampled in the  
13 RFP.

14 Documents required upon notice of  
15 recommendation for award is listed on -- listed in  
16 Subsection 6.6 Other than composing your technical and  
17 financial proposal, the most important matter is making  
18 sure that you submit your proposal on -- submit your  
19 proposals on the time and date or no later really than  
20 the time and date and location listed in the RFP.

21 Therefore, your proposals are due no later

1     than January 2nd, 2020 at 2:00 p.m. local time. I  
2     cannot stress to you making sure that you plan for  
3     every -- plan for snow in case we're not closed. Plan  
4     for even as much as making sure you have your ID ready  
5     when you come to the -- if you -- when you come to the  
6     security desk. If we do not have it in the mail room,  
7     Dana am I correct, before 2:00 p.m. or if we do not  
8     have it at our office we will not accept it.

9             MR. DEMBROW: Let me emphasis that, if I may.  
10    Please try to bring it directly to me or to Calvin  
11    rather than send it to the mail room. If you use a  
12    carrier like FedEx, UPS, they may say, "We'll have it  
13    there by 2 o'clock," but they don't. If that occurs,  
14    it's on you or your proposal will not be considered.  
15    It never ceases to amaze me how people come rushing in  
16    the door five minutes to 2 o'clock and hand us a  
17    proposal. That's fine if that's the way you want to do  
18    business, it's perfectly satisfactory, but if you  
19    arrive at five minutes after 2 o'clock, we're not even  
20    going to accept your proposal. So I would recommend  
21    that you deliver it before the due date and certainly



1 plan on being here early in the morning because if you  
2 hit traffic, as people, you know, are -- want to do or  
3 if you get tied up at the front desk for a security  
4 reason --

5 MS. TISDALE: Or parking.

6 MR. DEMBROW: -- or you can't find a place to  
7 park, we don't care. That's not our responsibility.  
8 It's up to you to make sure the proposal is delivered  
9 on time. So thank you for letting me emphasis that.

10 MR. JOHNSON: And I don't need to emphasis  
11 that on my script because Dana already has. Please  
12 address your proposal packets to the address listed in  
13 the key information summary in the proposal. The three  
14 acceptable means of delivery of proposals are listed --  
15 are in Subsection 5.3, Delivery. U.S. Postal Service,  
16 hand delivery by offeror. Please ask for a receipt  
17 when you do, hand delivery by a commercial carrier.  
18 Also, please ask for a receipt if you do.

19 Please remember that after this pre-proposal  
20 conference respective offices may have questions  
21 answered that may help them understand the RFP. Please

1 keep in mind that answers to your -- please keep in  
2 mind that the answers to your questions if they're  
3 significant in nature will be posted on EMaryland  
4 Marketplace Advantage or -- and the MDH websites as  
5 well. Therefore, please allow us sufficient time to  
6 make sure that that happens. I will now add -- ask  
7 program to go over the scope of work.

8 MS. CHAMBERS: Okay. And we would be the  
9 program, so I apologize because the scope of work is  
10 lengthy. I'm not going to go through every section of  
11 the scope of work, but the most important I feel  
12 relevant sections I will touch.

13 So just a little bit of background purpose.  
14 MDH is the single State agency responsible for  
15 operating the Medicaid program authorized under Title  
16 19 of the Social Security Act. The Medicaid program  
17 serves approximately 1,300,000 enrollees of which  
18 1,100,000 are enrolled in Managed Care Organizations,  
19 MCOs. The Medicaid program has approximately 70,000  
20 enrolled providers. The Medicaid program processes  
21 approximately 5 million Fee For Service claims, FFS

1 claims, and 3.5 million MCO encountered data per month.

2           Some of the background purpose, SURS is a  
3 federally required component of the Medicaid Management  
4 Information System, MMIS, and functions in accordance  
5 with federal regulations. The purpose of SURS is to  
6 reduce claim reports data for use by the Medicaid  
7 program integrity federal and other State agencies.

8           The SURS provides comprehensive files of the  
9 utilization of services by providers and recipients of  
10 the Medicaid program who deviated from predefined  
11 criteria for the purposes of analysis and review.  
12 These reports are used to assist in the detection of  
13 program fraud and abuse, monitor quality of services,  
14 and provide a function for the development of program  
15 policy.

16           The current environment. So the program  
17 integrity unit has historically used a range of methods  
18 including routine and ad-hac statistical analyses to  
19 identify billing errors, claims of use, and potential  
20 fraud. The growth of data availability from local  
21 state and federal sources has made it impossible to

1 make use of these statistical analyses without  
2 implementing advanced technologies.

3           The SURS Data Analysis Unit is a division  
4 with in the Program Integrity Unit performing  
5 utilization review activities established to identify,  
6 prevent, detect, and correct potential occurrences of  
7 fraud, waste, and abuse. The SURS Data Analysis Unit  
8 is responsible for the development and maintenance of  
9 the SURS control file.

10           The SURS control file is a data source that  
11 includes all adjudicated claims, encounters, provider  
12 data from provider subsystem and recipient data from  
13 recipient system. All data listed in Appendix 8  
14 through 16, this file drives the service reports that  
15 are federally required -- that are a federally required  
16 component of the MMIS. The SURS Data Analysis Unit is  
17 responsible for interpreting the files to ensure that  
18 accurate and proper reimbursement has been made for  
19 care services and/or supplies that have been provided  
20 to a recipient and for which a provider has received  
21 payment and assuring continuing compliance with the

1 federal guidelines for the State of Maryland.

2 Utilization review activities may be  
3 conducted prior to payment, following payment, or both.  
4 The data for the SURS reports is derived from the  
5 Medicaid claims information, FFS provider recipient,  
6 and encounter data, Managed Care Organization provider  
7 recipient, recipient eligibility information, and  
8 provider information.

9 Contractor Responsibilities and Tasks which  
10 is 2.3.1.1 if you're following along. The contractor  
11 shall ensure that the server system implementation  
12 phase includes all activities from Notice to Proceed to  
13 the point of Approved, go live. The contractor shall  
14 finish all implementation phase requirements and  
15 deliverables within three calendar months of the NTP,  
16 Notice to Proceed.

17 The office -- the offeror shall submit an  
18 initial work plan with the technical proposal. Within  
19 10 business days of contract award, the contractor's  
20 project manager must submit a final work plan to the MDH  
21 contractor monitor for final approval. This work plan

1 must be in agreement with the activity-specific work  
2 plan included in the contractor's proposal and accepted  
3 by the State for the contract and must, at a minimum  
4 include the following.

5           Provide an activity-specific organization  
6 structure including subcontractors, if any, provide a  
7 staffing table with names and titles of staff assigned  
8 to each activity, provide a breakdown for each activity  
9 that shows tasks and process flows, systems,  
10 requirements and functionalities, timelines and  
11 reports, and staff resources and allocated to each,  
12 create an initial SURS control file, a data source that  
13 includes all adjudicated claims, encounters, provider  
14 data from -- that provide subsystem and recipient data  
15 from recipient subsystem importing all data in the  
16 files listed in Appendices 8 through 16 to be approved  
17 by the contractor monitor.

18           SUR System Requirements. The contractor  
19 shall A, perform exception processing allowing for  
20 identification and ranking of outlier activity. B,  
21 perform the necessary export, import, transformation,

1 and mode processes. C, create a monthly SURS control  
2 file by importing all data in the files listed in  
3 Appendices 8 through 16.

4 D, provide access to the system for a maximum  
5 of 25 users concurrently. E, provide access to the  
6 data for report generation. F, provide analytic tools  
7 that assist in uncovering potential fraud, unusual  
8 referral patterns and their related associations  
9 including geo mapping and link analyses of the  
10 recipients served by a provider or providers.

11 G, provide tools that must be user-friendly,  
12 online, point and click, Graphic User Interface, GUI,  
13 for recording parameter maintenance. Tools should  
14 provide, at a minimum, flexible and easy access to  
15 several years of paid claims history data, ability to  
16 query promptly and multi-dimensional ability to query  
17 real-time data and access statistical summaries,  
18 trending patterns and profiling, allow users to review  
19 SURS and SURS reports from desktop PCs and include  
20 online report viewing, selecting, archiving, and  
21 retrieval.

1           I, provide integrated additional data sources  
2     and create a fraud and abuse risk for that include  
3     subcomponents that may be independently analyzed. The  
4     additional data sources must include information  
5     sufficient to identify relationships between  
6     organizations, corporations, and individual such as  
7     association by marriage, familial relation, common  
8     business ownership, and professional associations.

9           The subcomponents must include risk related  
10    to finances. Examples would be judgments, liens,  
11    foreclosures, bankruptcies and Universal Commercial  
12    Code, UCC, files, criminal history and association with  
13    other high risk individuals or entities as well as  
14    other adverse findings such as a loss of a professional  
15    license or discipline history, allow the user to design  
16    an algorithm from inception and also have the ability  
17    to edit a preexisting algorithm for future use without  
18    affecting the integrity of past results received from  
19    said algorithm.

20           K, provide a mechanism to execute reoccurring  
21    algorithms on a periodic basis. Examples would be



1 monthly, quarterly, and annually. Examples provided  
2 below, annual death match, provider disenrollement  
3 match, in-patient hospital matches, long-term care, OTC  
4 matches.

5 L, provide notification via email to the user  
6 specifying completion of any requested report, reminder  
7 of any routine reoccurring algorithm reports and  
8 results totaling fields, claims, recipients -- sorry.  
9 Number of claims, number of recipients, and number of  
10 providers.

11 M, provide a service that is flexible and  
12 integrate with other MMIS models as they are deployed  
13 with no additional cost to MDH. The Offeror's proposal  
14 shall include how proposed system will be modified as  
15 new MMIS modules are implemented.

16 N, integrate current and any future State-owned  
17 data such as, but not limited to, the following. MMIS,  
18 DSS, Medicaid Managed Care Organization provider  
19 network, State professional licensure data.

20 Examples are Board of Physicians, Board of  
21 Nursing, Board of Pharmacy, et cetera, public record

1 data, of course Motor Vehicle Administration, Division  
2 of Vital Records, Board of Dental Examiners, et cetera.  
3 Developmental -- Development Disabilities  
4 Administration, MMB, MDH, Behavioral Health  
5 Administration of the MDH.

6 O, integrate other federal data, at a minimum, at  
7 no additional cost to MDH. The current U.S. General  
8 Services Administration, GSA, administered Excluded  
9 Parties List System, EPLS, and the System for Award  
10 Management, SAM systems. U.S. Health and Human  
11 Services Office of Inspector General or HHS OIG  
12 administered List of Excluded Individuals and Entities,  
13 LEIE, and as available, Internal Revenue Service,  
14 Medicare, and a Social Security master death file. The  
15 State Data Center Resource, SDRC, for states that  
16 integrate Medicare and Medicaid.

17 P, provide pattern analysis with the  
18 capability to include, at a minimum, social  
19 relationship link analysis and visual display  
20 capability, entity relationship analysis and discovery,  
21 directed expansion of relationship mapping,

1 geographical relationship analysis and map integration  
2 with customization.

3 Q, proactively detect fraud, waste, and abuse  
4 through the following methods. Alert or flag user  
5 about activity the system determines anomalous based on  
6 data clusters, customizable alert thresholds based on  
7 user need, quarterly algorithm and detection model  
8 updates and algorithm refinement based on user feedback  
9 data.

10 R, design, edit, and run algorithms from SURS  
11 control file and other integrated files that identify  
12 statistical outliers and describe patterns of claims  
13 that may indicate fraud and abuse to create a program  
14 integrity use file. Conduct active pattern and fraud  
15 scheme analysis and provide investigation ready leads  
16 for Program Integrity Unit or for referral to other  
17 agencies.

18 The Department defines an investigation ready  
19 leads as information referred to the Department that  
20 has undergone a preliminary analytic review by the  
21 contractor and whereby the contractor has identified

1 suspicious behavior patterns, determined the reason or  
2 methodology for the suspicion and provides recommended  
3 actions. Outside data sources should be included in  
4 the development of any leads.

5 S, prepare the SURS control file to use  
6 within three business days after receipt from the  
7 department.

8 T, be aware of emerging fraud schemes or new  
9 manners in which fraud schemes are perpetrated.

10 U, host advanced data analytics operation  
11 with State-owned data, upload it to the contractor via  
12 Connect Direct going back six years and reflect at  
13 least monthly.

14 V, provide upgrades to the department of all  
15 new releases and bug fixes for any software developed,  
16 published, or provided by the contractor made available  
17 to it's other customers at no additional charge. This  
18 also applies to software provided by the contractor  
19 from other entities. The Solution software shall run  
20 the current version unless the contract monitor directs  
21 the contractor not to install a software release.

1     However, the system shall not be two releases over than  
2     the current release.

3             W, provide maintenance and operation support  
4     for activities including, but not limited to badge  
5     processing, product configurations, and approved data  
6     corrections.

7             Z, set up and maintain all instances of the  
8     solution as required such as development, integration,  
9     training staging, User Acceptance Testing, UAT,  
10    production, and any others as are determined necessary  
11    by the State.

12            Y, provide regular and emergency maintenance  
13    as required. Maintenance that requires outages shall  
14    be performed outside of normal state business hours.  
15    Any emerging maintenance that requires downtime during  
16    system availability support hours shall first be  
17    approved by the contractor monitor or designee if  
18    reasonably possible.

19            Z, provide regulatory updates at no  
20    additional costs. Just have three more.

21            AA, the contractor shall notify the contract

1 monitor when new data statements are identified to  
2 ensure that the new SURS subsystem is current in its  
3 ability to accept and appropriately employ new  
4 standards and requirements as the changes and  
5 enhancements occur or become available.

6 BB, provide staff proficient in leveraging  
7 data, analytics, and the detection of fraud and abuse  
8 to include, at a minimum, clinical analytics, data  
9 mining, administrative claims, and innovative  
10 statistics and models.

11 CC, notify contract monitor within 24 hours  
12 of any investigation-ready leads when identified. And  
13 Calvin, I'll stop there unless you --

14 MR. JOHNSON: Well, I also wanted to --  
15 although Simone read that too, I wanted you all to know  
16 that she is tempering her enthusiasm. She has been  
17 really working and pushing this RFP making sure that we  
18 got it out for the last 15 months or so.

19 MS. CHAMBERS: Absolutely. Probably longer.

20 MR. JOHNSON: Probably longer. So when we  
21 spoke about her reading this paperwork, she was

1     incredibly excited and so she wanted to  
2     (indiscernible). Clearly, I see her making sure that  
3     she's nice and calm, but I'm sure she's -- well,  
4     (indiscernible) probably gets in the (indiscernible).  
5     I'm sure she was kicking her legs anytime she read  
6     something.

7             So, again, we do appreciate everyone coming  
8     out today. We will begin taking questions if anyone  
9     has any.

10            MR. MESSINO: I have some questions.

11            MR. JOHNSON: Okay.

12            MR. MESSINO: Paul Messino from Mathematica.  
13     Are there any additional MMIS (indiscernible)  
14     certifications requirements or items related to MMIS  
15     tool kit for the solution developed under the  
16     solicitation other than those in the RFP? Basically, I  
17     didn't understand.

18            MR. BOHNS: Just the one in the RFP.

19            MR. MESSINO: Okay. And so as -- and  
20     fulfilling those requirements will have been meeting  
21     whatever the checklist requirements would be for

1 modularity?

2 MR. BOHNS: That's what you need to do.

3 MR. MESSINO: Okay. But as far as you know -

4 -

5 MR. BOHNS: (Indiscernible) your contract,  
6 yes.

7 MR. MESSINO: Okay.

8 MR. BOHNS: But with everything else  
9 (indiscernible).

10 MR. MESSINO: For the data files, are they  
11 delta files or old file refreshes for each subsystem?  
12 You're talking about monthly files on the second of  
13 every Sunday. Are those going to be dumps from --

14 MR. BOHNS: I can't remember. It's been a  
15 while since I looked at it. Send us the question just  
16 to (indiscernible) and we'll clarify it for you.

17 MR. MESSINO: Okay. And then because there's  
18 the new data coming in the 2nd of every month, let's  
19 say a lead gets identified as an outlier based on older  
20 data, then new data comes in and you're working the  
21 case, and then as subsequent, because new data came in,



1     that outlier disappears because (indiscernible) claims  
2     system indicated through, do you want to preserve the  
3     audit trails so that you can go backwards and figure  
4     out why you determined what it was before even though  
5     new data has replaced it in a different -- if you ran  
6     the algorithm again it would disappear.

7             MS. COX:   You said did we want an audit  
8     trail?

9             MR. MESSINO:  Well, I'm trying to  
10    (indiscernible) about if a case was identified, but  
11    then new data came in like, you know, six months later,  
12    and because the data came in, it was refreshed and we  
13    ran the same algorithm and that person disappears, do  
14    you want to store, like I can go backwards in time --

15            MS. COX:  Yes.

16            MR. MESSINO:  -- figure out this file came in  
17    then we did this, this, and this, and that's how that  
18    person --

19            MS. COX:  Yes, we would --

20            MR. MESSINO:  -- (indiscernible)?

21            MS. COX:  We would definitely want it stored

1 as a noted trail so that we could actually go back in  
2 time and see.

3 MR. MESSINO: Okay.

4 MS. COX: Because even though, you know, they  
5 may not be existing, we still want to know about that.

6 MR. MESSINO: Yeah. Yes, yes. Yeah, those  
7 were my three main questions.

8 MR. JOHNSON: Can you also make sure you  
9 email those questions?

10 MR. MESSINO: Yes, I'll email them.

11 MR. JOHNSON: Great.

12 MR. DEMBROW: All questions will be posted to  
13 eMMA and our responses as well. So if you develop  
14 questions after this preproposal conference, please  
15 write them down, send them by email to Calvin and  
16 everyone will have the same information, both question  
17 and answer.

18 MR. WEINSTOCK: Jason Weinstock, Mathematica.  
19 Are you looking for a case management system to be  
20 included in this or, if not, is the -- any specific --  
21 any thoughts about how the user's results -- or how you

1 want us to incorporate the user's -- a particular  
2 user's results into your case management system?

3 MS. COX: Currently, no we do not want this  
4 to be involved -- the case management system to be  
5 involved. We are concentrating totally on a fraud and  
6 abuse system. That's what this is about. Totally on  
7 that. So we would prefer all concentration be set on  
8 that. And yes, we want you to actually give us some  
9 input on how that data would be store and how it would  
10 look in -- on that.

11 MR. WEINSTOCK: Can you provide us any  
12 information about the case management system?

13 MS. COX: No, because we don't have one.

14 MR. WEINSTOCK: Okay. All right.

15 MS. COX: I mean, we have one, but it's not -  
16 - it's just a home-based --

17 MR. WEINSTOCK: Okay.

18 MS. COX: -- currently.

19 MR. WEINSTOCK: All right.

20 MS. COX: So yeah.

21 MR. WEINSTOCK: Well, that (indiscernible).

1 MS. COX: So that's what it is.

2 MR. WEINSTOCK: Okay.

3 MS. COX: Yes.

4 MR. WEINSTOCK: And are you looking for an  
5 off-the-shelf tool or are you looking for something --  
6 are you looking for algorithms and models that are  
7 tailored to Maryland's policies and regs or specific  
8 vulnerabilities and your compliance authorities?

9 MS. COX: Can I say both?

10 MR. WEINSTOCK: You can. You can say  
11 anything you want.

12 MS. COX: Really?

13 MR. WEINSTOCK: You're in charge.

14 MS. COX: Both.

15 MR. WEINSTOCK: Okay.

16 MR. DOGGETT: Sure, as widely flexible as  
17 possible. Absolutely.

18 MR. WEINSTOCK: So in terms of the later, are  
19 you contemplating that there is a period of interaction  
20 during which we can interview staff, talk to your folks  
21 about sort of what your priorities are in terms of

1 specific vulnerabilities, gather more information about  
2 your authorities and those sorts of things?

3 MS. COX: Now, are you saying this prior to  
4 this proposal?

5 MR. WEINSTOCK: No, no, no. Upon the award.

6 MS. COX: Oh, yes.

7 MR. WEINSTOCK: Okay.

8 MS. COX: We would want you to discuss  
9 anything or talk to the current users, talk to all of  
10 those who will be using just so you can get information  
11 and details as to what we are looking for and what we  
12 are expecting, definitely.

13 MR. WEINSTOCK: Great. (Indiscernible).

14 MS. COX: Okay.

15 MR. DOGGETT: Yeah. In fact, there's the  
16 Inspector General. That's me. There's the Assistant  
17 Inspector General for Program Integrity, that's  
18 Jennifer Forsythe. Serena reports to Jennifer  
19 Forsythe, so we would absolutely want you to pick  
20 through three folks and then we would go from there.

21 MR. WEINSTOCK: Okay. Great.

1 MR. JOHNSON: Do you have a question?

2 MR. HAMMOND: Yeah. Hi. Greg Hammond from  
3 Myriddian. Just a basic question about where the State  
4 would like to run (indiscernible). Is this something  
5 that will run inside the State's data center or is it  
6 going to run in the contractor's data center and if so,  
7 does the State have any preference or provision against  
8 using a cloud-based solution like AWS for algorithm.

9 MS. COX: John, is there a preference?

10 MR. BOHNS: No, and the (indiscernible)  
11 resolution will be run on (indiscernible). Does that  
12 answer your question?

13 MR. HAMMOND: So you would prefer that?

14 MR. BOHNS: Right. I just (indiscernible).

15 MR. HAMMOND: Okay.

16 MR. DEMBROW: If you don't mind submitting  
17 that question in writing. It's a very important --

18 MR. HAMMOND: Right.

19 MR. DEMBROW: -- and we'd like to make sure  
20 that we answer it thoroughly.

21 MR. MESSINO: There's a writer on that when

1 we submit that question. If there's dual policies  
2 around the web, just point us to where those are at. I  
3 think they're working on that or recently have those  
4 requirements.

5 MR. DEMBROW: That's a good point. Thank  
6 you.

7 MR. HAMMOND: Thank you.

8 MR. JOHNSON: Yes, sir?

9 MR. RIGGINS: Tom Riggins with SAS. Section  
10 60, Evaluation and Selection Process. Will you share  
11 with us the -- how the scores are actually going to be  
12 weighted for the sections?

13 MR. JOHNSON: Well, I could tell you a list.  
14 When you say "how the scores," what do you mean,  
15 technical versus, you know, financial?

16 MR. RIGGINS: Well, within the actual  
17 technical response there's certain areas --

18 MR. JOHNSON: Right.

19 MR. RIGGINS: -- different areas, and in  
20 other RFPs we see like this section is worth 10 points,  
21 this section is worth 50 points, that kind of thing.

1 MS. TISDALE: No.

2 MR. JOHNSON: We don't do points.

3 MS. TISDALE: Yeah, we don't do points.

4 MR. RIGGINS: Okay.

5 MR. DEMBROW: The State reserves the right to  
6 give a numerical rating, but (indiscernible) that we do  
7 not do that. We use an adjective title rating;  
8 excellent, very good, good, fair, poor and we develop  
9 our rankings based on those adjectives.

10 MR. RIGGINS: Thank you for that  
11 clarification. Another question. Given the 100-page  
12 limit, is MDH looking for just an attestation that we  
13 will comply with the requirement or are you looking for  
14 an actual description of how we plan to deliver the  
15 solution?

16 MR. DEMBROW: Let me ask a question of you  
17 and the others in the room. So 100 pages is adequate  
18 for you to respond to this RFP to ensure us that you  
19 will comply with each of the requirements that Simone  
20 recited.

21 MR. RIGGINS: From SAS' opinion, no, it is



1 not.

2 MR. DEMBROW: How many pages do you need?

3 MR. RIGGINS: How many pages can we have?

4 MR. DEMBROW: Well, putting your finger on  
5 the nub of the issue, we, in the past, have received  
6 proposals that are hundreds and hundreds of pages long  
7 by many proposers. It breaks down the evaluation  
8 system because it takes weeks, and weeks, and weeks to  
9 read them much less go in afterwards and deliberate  
10 about the contents which is why we're trying new thing  
11 here of a 100-page limitation with appendices not  
12 included in that 100-pages; is that right?

13 MR. JOHNSON: Yes.

14 MR. DEMBROW: Right. So we want -- we'll  
15 call it an executive summary, but we want you to be  
16 concise. The RFP requires that. Try to make your  
17 points in the hundred pages and then if you need to  
18 have additional information, you can submit that by way  
19 of an appendix.

20 MR. RIGGINS: Would you -- just a friendly  
21 assertion. Would you be open to extending the 100-page

1 limit slightly?

2 MR. DEMBROW: Yes.

3 UNIDENTIFIED SPEAKER: Yeah.

4 MR. DEMBROW: That's why I inquired if others  
5 feel the same way.

6 MR. RIGGINS: How about 200 pages?

7 MR. DEMBROW: What do others think? We're  
8 trying to -- this is --

9 MR. RIGGINS: I understand the concern --

10 MR. JOHNSON: Right.

11 MR. RIGGINS: -- at this point.

12 MR. MESSINO: I mean, I could do even a  
13 hundred in scope of work easily as long as the other  
14 things outside of the scope of work don't count toward  
15 your page limit.

16 MR. DEMBROW: Right.

17 MR. MESSINO: A hundred pages for scope of  
18 work is sufficient to cover.

19 MR. DEMBROW: What do others feel?

20 MR. BULLEN: Anymore than one hundred is  
21 actually a lot. There's a lot of procurement

1 (indiscernible), a lot of --

2 MR. DEMBROW: Yeah.

3 MR. BULLEN: Maybe not in this room, but.

4 MR. DEMBROW: So most people think that 100  
5 pages is adequate not counting your appendices?

6 MR. BOHNS: For just scope of work.

7 MR. MESSINO: Just for the scope of work? If  
8 I'm bounding the -- I mean, page-limiting the scope of  
9 work so it covers all of those and then anything that's  
10 supplemental, like financials, all that stuff, just  
11 keeps adding up?

12 MR. BOHNS: So you're talking about Section  
13 203?

14 MR. MESSINO: Yeah.

15 MR. DEMBROW: Right.

16 MS. COX: Yeah.

17 MR. MESSINO: Yeah.

18 MR. DEMBROW: We're going to discuss this  
19 after the preproposal conference is done and you may  
20 seen an amendment doubling page limitation or you may  
21 not. We'll discuss this. It's something that's very

1 controversial, but we're trying to make the evaluations  
2 possible to be completed in less than a couple of  
3 years. So we're looking for privacy. We will  
4 appreciate it being concise. We don't want a whole  
5 bunch of marketing material. Thank you.

6 MR. RIGGINS: And this is the last question.  
7 The level of disaster recovery requirements, in my  
8 opinion, seems a little high for the SURS reporting  
9 devices. Is there some methodology or thinking behind  
10 that level of disaster recovery requirement?

11 MR. BOHNS: I'd have to read the section  
12 again to see what was there, but I would send your  
13 question in that, you know, that you would challenge  
14 something. (Indiscernible) reason why (indiscernible),  
15 reason why we (indiscernible) they're required from the  
16 public (indiscernible) acknowledges. So, you know,  
17 we're bound by that. We're also bound by CMS  
18 (indiscernible), so it has to be there. You know, but  
19 if there's something that you, you know, have an issue  
20 with or you have a question about (indiscernible) --

21 MR. RIGGINS: We'll submit it. Thank you.

1           MR. JOHNSON: I would also encourage that for  
2 any questions or concerns that you have with what he  
3 just stated, also you make a proposal along with your  
4 question.

5           MR. RIGGINS: Okay. Thank you.

6           MR. DEMBROW: In other words, it's okay to  
7 ask a question like, "Would the State be amenable to  
8 changing Section X, Y, Z to A, B. C?"

9           MR. RIGGINS: Sure.

10          MR. DEMBROW: And we deem you, in the private  
11 sector, as our partners. We're not trying to just  
12 voice on you unreasonable requirements and if we hear  
13 from you, the experts, that we might want to look at a  
14 different way of stating something or proposing a  
15 requirement in addition to those Simone recited or  
16 subtracting from that list, you may ask that question  
17 and the State reserves the right to modify the RFP in  
18 accordance with your questions that we receive.

19          MR. RIGGINS: Thank you.

20          MR. JOHNSON: Any particular questions that  
21 may -- that could potentially modify the RFP, we do ask

1     that you would send those questions as soon as  
2     possible. We do not want to get to five, 10 days  
3     before the due date and then looking at modifying  
4     anything and maybe one or two persons have submitted  
5     their proposals already. So anything that could  
6     potentially modify the RFP, we do ask that you send  
7     that as soon as possible. Yes, sir?

8             MR. BULLEN: Question. Bullen, Myers &  
9     Stauffer. Section 1.1 refers to no minimum  
10    qualifications, but then 3.10 refers to some minimum  
11    qualifications. I assume maybe 1.1 was a mistake, but  
12    I can't really tell.

13            MR. JOHNSON: Are those related to particular  
14    staffing?

15            MS. TISDALE: Yes. Well --

16            MR. BULLEN: Well --

17            MS. TISDALE: -- Section 1.1 minimum  
18    qualification, that is for the actual firm. The  
19    qualifications of a particular firm. So if Firm A was  
20    submitted and we had minimum qualifications, that firm  
21    would need those minimum qualifications. Section 3.10

1 is for staffing qualifications.

2 MR. JOHNSON: So the State (indiscernible) --

3 MR. BULLEN: 3.10(1)A refers to the offeror  
4 experience and not necessarily the personnel. I  
5 understand the personnel part of it.

6 UNIDENTIFIED SPEAKER: A is offeror  
7 experience and B is personnel experience.

8 MR. DEMBROW: So we will generate some  
9 clarification. If the minimum qualification section  
10 says there are no minimum --

11 MS. TISDALE: Then there --

12 MR. DEMBROW: -- qualifications --

13 MS. TISDALE: -- shouldn't be any.

14 MR. DEMBROW: The section that refers to the  
15 offeror does require three consecutive years of  
16 operation and maintenance of (indiscernible). So you  
17 can look for an amendment --

18 MR. JOHNSON: Right.

19 MS. TISDALE: Yes.

20 MR. DEMBROW: -- to it one way or the other.

21 MS. TISDALE: Uh-huh.

1 MR. DEMBROW: Thank you for pointing that  
2 out.

3 MS. TISDALE: Okay.

4 MR. BULLEN: And just one other question.  
5 You may want take a look at your Excel file, pages 2  
6 and 3. Some of the totals are locked, but when you put  
7 some actual numbers in there, they don't add across --

8 MS. TISDALE: Okay.

9 MR. BULLEN: -- so.

10 MS. TISDALE: We'll look into it. If an  
11 amendment is needed --

12 MR. BULLEN: So the option either --

13 MS. TISDALE: Yeah.

14 MR. BULLEN: -- sometimes they're included,  
15 sometimes they're not included depending on the line,  
16 so.

17 MS. TISDALE: Okay.

18 MR. DEMBROW: That's also very helpful --

19 MS. TISDALE: Yes, thank you.

20 MR. DEMBROW: -- and we appreciate you  
21 bringing it to our attention.



1 MS. TISDALE: We'll look into it and revise  
2 it and post it on eMMA. Okay?

3 MR. JOHNSON: And being -- we will review it,  
4 take a look, and then I'll send an email of that file  
5 to everyone in the room, so.

6 MS. LESLIE: Lin Leslie, Neil Hoosier &  
7 Associates. I'd like to ask if there's any  
8 consideration by the State to include the minimum  
9 requirement for MBE participation.

10 MR. DEMBROW: The Procurement Review Group,  
11 PRG, reviews every procurement to determine whether  
12 there should be an MBE and BSBE requirement in every  
13 Department of Health solicitation. In this case, the  
14 review concluded that there need not be an MBE, I  
15 shouldn't say requirement, an MBE goal. So there is  
16 none in this procurement.

17 Often, that decision is made on the  
18 basis of the number of entities that are MBEs that  
19 could possibly serve as subcontractors (indiscernible)  
20 contractor. I can't say that was the case here, but  
21 the PRG determination was that an MBE should not be

1 required or -- could not -- there should not be an MBE  
2 or an the BSBE goal.

3 Sometimes as you'll see in (indiscernible)  
4 this is also made on the basis of the work not being  
5 subcontractable. So if you think that there should be  
6 an MBE -- I don't mean to say "requirement" because MBE  
7 to be constitutional has to be a goal not a  
8 requirement, but if you think there should be an MBE  
9 goal, I would be happy to hear that request and the  
10 reason why and we will take it back to the PRG.

11 There's always the possibility of changing the  
12 RFP, but as Calvin stated, if you have something like  
13 that that is of the essence to the solicitation, please  
14 send it to us as soon as possible so that we can give  
15 you fair consideration and everybody will be on the  
16 same page.

17 MS. LESLIE: A follow-up question. I think I  
18 have your answer, but I'm going to ask as a MBE  
19 (indiscernible) company. Is there an advantage for any  
20 of the primes to select an MBE as a subcontractor on  
21 their team as it's written now?

1           MR. DEMBROW: The evaluation has to be made  
2 strictly in accordance with the criteria factors that  
3 are set forth as the evaluation factors and the weight  
4 assigned to them. I do not believe in this  
5 solicitation there is the ability to examine the use of  
6 MBEs as an influential factor in the evaluation, but if  
7 that's something you think should be included, that's  
8 not an unreasonable question to make and we would  
9 certainly be happy to consider it. Perhaps it should  
10 be part of the technical evaluation.

11           MR. JOHNSON: Yes, sir?

12           MR. MESSINO: Is there a --

13           MR. JOHNSON: Can you say your name for me?

14           MR. MESSINO: Paul from Mathematica. Is  
15 there a current incumbent performing the activities  
16 under this contract and if there is an incumbent, is  
17 the scope the same or different?

18           MS. COX: Yes, there currently is an  
19 incumbent. Yes, they do, but not to this level.

20           MR. MESSINO: So it would be accurate to say  
21 that the --

1 MS. COX: We're improving --

2 MR. MESSINO: -- (indiscernible) for it?

3 MS. COX: Right. We're improving. We're --  
4 yes, we're improving what we currently have. That's  
5 what this is, an improvement.

6 MR. JOHNSON: Yes, ma'am?

7 MS. FULTON: Sherron Fulton with Momentum.  
8 Can you name that incumbent and are they precluded from  
9 bidding on this opportunity?

10 UNIDENTIFIED SPEAKER: Yes.

11 MS. COX: We can name them?

12 UNIDENTIFIED SPEAKER: Yes.

13 MR. JOHNSON: Yes, you can name them.

14 MS. COX: Oh. Okay. It's IBM Watson.

15 MS. FULTON: Okay.

16 MS. COX: And they --

17 MR. JOHNSON: And they are not precluded.

18 Anymore questions?

19 (No response.)

20 MR. DEMBROW: Thank you all very much --

21 MR. JOHNSON: Yeah, thank you all.

1           MR. DEMBROW: -- for coming to this  
2 preproposal conference. This is a very important  
3 procurement and we appreciate your interest.

4           UNIDENTIFIED SPEAKER: Thank you for having  
5 us.

6           MR. JOHNSON: Thank you (indiscernible).

7           (Whereupon, the pre-bid conference was  
8 concluded.)

## CERTIFICATE OF NOTARY

I, CHRIS HOFER, the officer before whom the foregoing testimony was taken, do hereby certify that the witness whose testimony appears in the foregoing transcript was duly sworn by me; that the testimony of said witness was taken by me by stenomask means and thereafter reduced to typewriting by me or under my direction; that said testimony is a true record of the testimony given by said witness; that I am neither counsel for, related to, nor employed by any of the parties to the action in which this testimony is taken; and, further, that I am not a relative or employee of any attorney or counsel employed by the parties hereto, nor financially or otherwise interested in the outcome of the action.

This certification is expressly withdrawn and denied upon the disassembly or photocopying of the foregoing transcript of the proceedings or any part thereof, including exhibits, unless said disassembly or photocopying is done by the undersigned court reporter and/or under the auspices of Hunt Reporting Company, and the signature and original seal is attached thereto.

- *Chris Hofer*

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